NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1958 Edition No. 5 March 4, 1958

SALES - We are into the last month of the 1958 Sales Campaign, This month will determine the amount of business and the resulting income that agents will have for the year. How are you doing? No doubt your plans are made but what about results? Some agents not only have plans but are making them work because they are making sales. Others aren't making sales, so it's very evident that they are not working their plans or are not making the necessary personal contacts. None can afford to wait any longer. The days are numbered. Every day left must be used in educating our farmers as to what Crop Insurance was set up to do and how necessary it is for them to protect their ever-increasing production costs. The best place to do this, is right on the prospect's farm. Where this is being done, sales are made. Salesmen and agents report that it is hard, tedious work but it does produce results. For example, one salesman signed enough applications in one day to cover a total of 17 crops. In some of the cases it was the second and even the third contact that was made. This is often necessary because the first "no" is not always the final answer. This salesman has shown that determination and enthusiasm plus hard work will pay off. If we don't have those qualities, we may as well admit that we are not able to meet the challenge of increasing our business and should start looking for something other than Crop Insurance commissions as a means of increased income.

Mother Nature is up to her old tricks. The past week again demonstrated how unpredictable she is. Summer like temperatures soon turned to rain, ice, and snow with a real old howling blizzard hitting most of the State before the week was over. Travel became extremely hazardous and communications were cut off in many places. With only four weeks left for sales, how often will she again show us that even though we have satellites circling our planet, we still can't control the weather. Not only now, but throughout the year.

Let's take this past week as a warning and spend every possible hour on sales work and nothing else.

Cancellation dates are now past. Acreage report work must wait if it takes any time away from sales.

All sales made to date were made while roads and weather were the best of any winter that I can remember. Please don't harbor any thoughts of getting the deadline for sales extended if March weather keeps on like it was last week. Who wants to ask for that and admit we wasted all the nice weather and now need more time in which to do the job. Easter is early this year and seeding may be under-way by the end of March. In fact it was reported that a couple of farmers seeded some wheat on February 26, and it seems that grasshoppers were hatching too. This only proves that spring isn't far off. We can't accept any applications once seeding starts. We must redouble our sales efforts now to increase our business. We know that sales can be made because some of you are making them and have been doing so since last summer.

Let's hit the roads and trails every day from now to the end of the sales campaign and make the contacts that will result in a successful campaign.

ADVERTISING - Montana agents have joined hands with Northwestern North Dakota agents in sponsoring T.V. advertising on the Williston station.

CROPS COVERED AND CANCELLATIONS
(March 4, 1958)

SUPERVISOR SCHONBERGER'S AREA
(Wheat)

COUNTY	CANCELLED	COVERED
Bottineau	68	19
Burke	25	0
Divide	24	0
McHenry	40	19
McLean	55	9
Mountrail	112	2
Renville	39	1
Rolette	121	11
Ward	94	3
Williams	131	10
TOTALS	709	74

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(FLAX)

Bottineau	10	11
McLean	29	11
Ward	50	6
TOTALS	89	22

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(MULTIPLE)

Pierce	93	7
TOTALS	93	7

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(BARLEY)

Williams	0	68
TOTALS	0	68

SUPERVISOR OLSON'S AREA
(Wheat)

COUNTY	CANCELLED	COVERED
Burleigh	93	2
Emmons	26	0
Kidder	36	2
Logan	62	24
McIntosh	50	6
Mercer	49	3
Morton	109	10
Oliver	20	4
Sheridan	82	5
Wells	114	6
TOTALS	641	62

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(FLAX)

Emmons	11	0
Logan	41	23
McIntosh	10	3
TOTALS	62	26

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SUPERVISOR ERICKSON'S AREA

(Wheat)

COUNTY	CANCELLED	COVERED
Cass	159	10
Griggs	29	79
Stutsman	132	80
Traill	57	8
TOTALS	377	177

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(FLAX)

Cass	116	10
Stutsman	106	105
Traill	53	10
TOTALS	275	125

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(MULTIPLE)

Barnes	198	34
Dickey	119	1
LaMoure	138	1
Ransom	143	0
Richland	185	14
Sargent	140	0
Steele	61	6
TOTALS	984	56

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(BARLEY)

Cass	91	4
Traill	46	3
TOTALS	137	7

SUPERVISOR THEXTON'S AREA

(WHEAT)

COUNTY	CANCELLED	COVERED
Benson	121	8
Cavalier	181	19
Eddy	58	20
Foster	33	16
Nelson	55	7
Pembina	72	8
Ramsey	191	13
Towner	144	4
Walsh	122	8
TOTALS	977	103

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(MULTIPLE)

Grand Forks	155	11
TOTALS	155	11

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(FLAX)

Benson	48	5
Cavalier	0	34
Eddy	30	7
Foster	20	14
Nelson	19	2
Pembina	22	5
Ramsey	31	9
Walsh	112	3
TOTALS	282	79

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(BARLEY)

Cavalier	0	43
Pembina	7	6
Walsh	0	49
TOTALS	7	98

SUPERVISOR MARKEL'S AREA
(Wheat)

COUNTY	CANCELLED	COVERED
Adams	42	1
Billings	57	1
Bowman	58	1
Dunn	66	3
Golden Valley	75	1
Grant	42	3
Hettinger	68	0
McKenzie	64	0
Sioux	11	0
Slope	43	3
Stark	170	10
TOTALS	696	24

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TOTALS ALL AREAS

COMMODITY	CANCELLED	COVERED
Wheat	3,398	440
Flax	708	252
Barley	144	173
Multiple	1,232	74
TOTALS	5,482	939

NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1958 Edition No. 6 March 11, 1958

SALES - It can be done. An increase in business for 1958 is possible. Look at the records. Bottineau county shows more flax sales than cancellations to date. Griggs county shows a nice increase. This is the county where Fieldman Craig worked after the hail storms last summer and he is responsible for the sales but Agent Skjolden held the cancellations down. Then comes Stutsman county where flax sales exceed cancellations and we'll bet that the wheat business will show an increase when the campaign is over. Jack Miller has made 203 new sales to date and he has done it without the help of any of our salesmen. There were also 31 contracts reinstated before the end of the cancellation period. Hard work is certainly paying off for Jack.

In our new counties, Art Jorgensen in Williams has made 74 barley sales and expects to reach about 300. We have had our salesmen working in Cavalier and Walsh counties and they have shown that sales can be made.

However, another look at the records shows many counties with less than 10 sales to date and several with "Goose eggs". The selling days are slipping by and if you don't get going pretty soon in these counties the race will be over and you'll still be at the starting gate.

In the weekly report to the field, Manager F. N. McCartney has this to say:

"As we move into the stretch drive, it appears that quite a few of our people are going to have to apply the whip to get their performance across the finish line in a respectable position."

"In this connection there is an important fact which I sometimes feel too many of our people either overlook or ignore. In building our insurance business there will always be two extremely important factors in our progress. The product that we have to sell, of course, is of major importance, but of equal or even more importance are the people who are offering it. One gets the feeling at times that there are those among us who have not yet recognized that selling is normally difficult and even some who think that changes can be made in the offer that will result in it selling itself or at least make it easy to sell. It is time for any one who is living in a dream world of this sort to face facts or else let another face them."

And in the same report Earll Nikkel, Sales Division head says,

"What theme are you playing as you go into the heavy part of the selling period? The period when the boys suddenly find that considerable space has appeared between them and the men."

"Does every farmer in every crop insurance county realize what crop insurance can do for him if crop disaster strikes this year? Does he fully appreciate that crop disaster could strike this year?"

"Are you driving home the point that crop insurance can be wonderful help when crops fail but it can only help those who are policyholders?"

What is your answer to the questions that Mr. Nikkel asks? Are you rendering the service to your farmers that you should be by making the necessary contacts and showing farmers the benefits of having Crop Insurance? Remember that contacts will result in sales.

CROPS COVERED AND CANCELLATIONS
(March 11, 1958)

SUPERVISOR SCHONBERGER'S AREA
(Wheat)

COUNTY	CANCELLED	COVERED
Bottineau	68	32
Burke	25	0
Divide	24	0
McHenry	40	23
McLean	55	9
Mountrail	112	2
Renville	39	1
Rolette	121	13
Ward	94	4
Williams	131	10
TOTALS	709	94

SUPERVISOR OLSON'S AREA
(WHEAT)

COUNTY	CANCELLED	COVERED
Burleigh	93	2
Emmons	26	0
Kidder	36	2
Logan	62	24
McIntosh	50	6
Mercer	49	3
Morton	109	10
Oliver	20	4
Sheridan	82	6
Wells	114	8
TOTALS	641	65

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(FLAX)

Bottineau	10	12
McLean	29	11
Ward	50	7
TOTALS	89	30

(FLAX)

Emmons	11	0
Logan	41	23
McIntosh	10	3
TOTALS	62	26

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(MULTIPLE)

Pierce	117	7
TOTALS	117	7

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(BARLEY)

Williams	0	74
TOTALS	0	74

SUPERVISOR ERICKSON'S AREA

(Wheat)

COUNTY	CANCELLED	COVERED
Cass	159	10
Griggs	29	79
Stutsman	132	88
Traill	57	8
TOTALS	377	185

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(FLAX)

Cass	116	10
Stutsman	106	115
Traill	53	10
TOTALS	275	135

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(MULTIPLE)

Barnes	199	34
Dickey	151	1
LaMoure	191	1
Ransom	150	4
Richland	197	15
Sargent	235	0
Steele	64	6
TOTALS	1,187	61

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(BARLEY)

Cass	91	9
Traill	46	5
TOTALS	137	14

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SUPERVISOR THEXTON'S AREA

(Wheat)

COUNTY	CANCELLED	COVERED
Benson	121	8
Cavalier	181	29
Eddy	58	20
Foster	33	16
Nelson	55	8
Pembina	72	9
Ramsey	191	13
Towner	144	4
Walsh	122	10
TOTALS	977	117

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(MULTIPLE)

Grand Forks	159	18
TOTALS	159	18

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(FLAX)

Benson	48	6
Cavalier	0	58
Eddy	30	7
Foster	20	12
Nelson	19	14
Pembina	22	5
Ramsey	31	9
Walsh	112	5
TOTALS	282	116

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(BARLEY)

Cavalier	0	88
Pembina	7	7
Walsh	0	54
TOTALS	7	149

SUPERVISOR MARKEL'S AREA
(Wheat)

COUNTY	CANCELLED	COVERED
Adams	42	1
Billings	57	1
Bowman	58	2
Dunn	66	3
Golden Valley	75	3
Grant	42	3
Hettinger	68	0
McKenzie	64	3
Sioux	11	0
Slope	43	3
Stark	170	10
TOTALS	696	29

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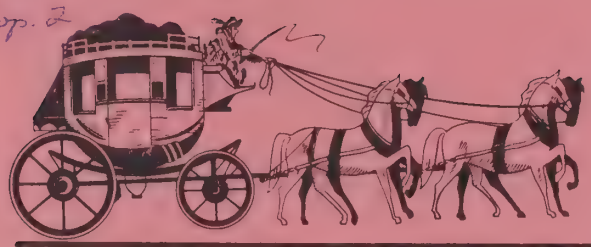
TOTALS ALL AREAS

COMMODITY	CANCELLED	COVERED
Wheat	3,398	490
Flax	708	307
Barley	144	237
Multiple	1,463	86
TOTALS	5,713	1,120



NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1958 Edition No. 7 March 18, 1958

SALES - We are rapidly approaching the end of the 1958 Sales Campaign.

The records show that many sales have to be made if we are to even equal last years total of just over 4000. We don't have to remind you that hard work will be the order of the day for the few days that are left. Most of you have been working hard making contacts and we only hope that it will pay off now when farmers must make the decision to sign or not to sign. They can't say much longer, "Well, I have until March 31 to decide."

Our reports for the Nodak News are based on the forms FCI-412, 812 and 812A actually received and recorded in the State Office as of the date of the News. We know that there are always applications out in the field. We hope that the four agents who still have "Goose Eggs" in the sales column have some of these applications that aren't transmitted yet.

FINAL TRANSMITTALS OF APPLICATIONS - All applications should be transmitted as soon as possible after the closing date. We have final sales reports that must be prepared within 15 days after the closing date and we want to have all applications audited before these reports are prepared.

[illegible] March 15, 1965

[illegible] Edition No.

[illegible] - [illegible] at the end of the 1965 Salem Community.

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PREMIUM COLLECTIONS - Collector Schmidt has kept contracts in force in all counties where he has worked by collecting the 1957 premium due. We have had several checks come directly to us as the result of the letters we sent out. You should try to work in as many collection contacts as possible when you are making sales contacts. Remember, send the check and the red payment card to this office so we can mark our records immediately. We must be able to determine which contracts are to be terminated as soon as possible after March 31.

REPORTS - Be sure to submit the special report on advertising. Supervisors will want you to prepare the report on the sales campaign for your county too. In counties where FCIC Salesmen have been working, listings of the sales for commission deduction purposes will be necessary. Supervisors have the instructions.

MEETINGS - State Directors and Office Managers will be attending a nationwide meeting in Chicago on April 1, 2, 3. We expect to hold our regular meeting with District Supervisors on April 10 -11. Later in April we expect to meet with Key Adjusters and acreage report meetings with Agents will be held.

CROPS COVERED AND CANCELLATIONS
(March 18, 1958)

SUPERVISOR SCHONBERGER'S AREA
(Wheat)

COUNTY	CANCELLED	COVERED
Bottineau	68	35
Burke	25	0
Divide	24	2
McHenry	40	27
McLean	55	9
Mountrail	112	2
Renville	39	1
Rolette	121	14
Ward	94	4
Williams	131	14
TOTALS	709	108

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(FLAX)

Bottineau	10	13
McLean	29	11
Ward	50	7
TOTALS	89	31

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(MULTIPLE)

Pierce	117	15
TOTALS	117	15

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(BARLEY)

Williams	0	99
TOTALS	0	99

SUPERVISOR OLSON'S AREA
(Wheat)

COUNTY	CANCELLED	COVERED
Burleigh	93	2
Emmons	26	0
Kidder	36	2
Logan	62	27
McIntosh	50	9
Mercer	49	3
Morton	109	10
Oliver	20	4
Sheridan	82	15
Wells	114	11
TOTALS	641	83

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(FLAX)

Emmons	11	0
Logan	41	26
McIntosh	10	3
TOTALS	62	29

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SUPERVISOR ERICKSON'S AREA

(Wheat)

COUNTY	CANCELLED	COVERED
Cass	159	11
Griggs	29	79
Stutsman	132	92
Traill	57	19
TOTALS	377	201

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(Flax)

Cass	116	11
Stutsman	106	119
Traill	53	24
TOTALS	275	154

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(MULTIPLE)

Barnes	199	40
Dickey	151	1
LaMoure	191	4
Ransom	150	4
Richland	197	27
Sargent	235	5
Steele	64	10
TOTALS	1,187	91

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(BARLEY)

Cass	91	9
Traill	46	13
TOTALS	137	22

SUPERVISOR THEXTON'S AREA

(Wheat)

COUNTY	CANCELLED	COVERED
Benson	121	8
Cavalier	181	37
Eddy	58	21
Foster	33	18
Nelson	55	8
Pembina	72	13
Ramsey	191	14
Towner	144	5
Walsh	122	11
TOTALS	977	135

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(MULTIPLE)

Grand Forks	159	22
TOTALS	159	22

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(FLAX)

Benson	48	8
Cavalier	0	81
Eddy	30	7
Foster	20	13
Nelson	19	18
Pembina	22	5
Ramsey	31	11
Walsh	112	5
TOTALS	282	148

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(BARLEY)

Cavalier	0	119
Pembina	7	8
Walsh	0	64
TOTALS	7	191

SUPERVISOR MARKEL'S AREA
(Wheat)

COUNTY	CANCELLED	COVERED
Adams	42	1
Billings	57	1
Bowman	58	2
Dunn	66	3
Golden Valley	75	6
Grant	42	4
Hettinger	68	0
McKenzie	64	3
Sioux	11	0
Slope	43	3
Stark	170	13
TOTALS	696	36

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TOTALS ALL AREAS

COMMODITY	CANCELLED	COVERED
Wheat	3,398	563
Flax	708	362
Barley	144	312
Multiple	1,463	138
TOTALS	5,713	1,275

NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1958 Edition No. 8

March 26, 1958

"WE HOPE"

SALES - The cancellations have been exceeded in two more counties. Nelson county has more flax sales than cancellations and in Pembina the barley contracts have been increased over last year.

Cavalier county leads the state with a total of 270 crops covered. Flax and barley are new crops in this county. Our salesmen helped Nat Crockett get the ball rolling. Now, Nat has taken over and if he keeps going as he has during the past week the final score will be impressive.

Barley is a new crop in Walsh and Williams counties, too. These two counties are almost neck and neck and not too far behind Cavalier. It looks like a good race is developing.

Jack Miller keeps moving along and his total is now 220.

The number of forms 412, 812 and 812A received through March 26 indicates that our efforts are beginning to show results but we still have a long way to go if we are to exceed cancellations. The remaining time in which we can accept applications should permit us to complete our contact work.

[illegible]

PREMIUM COLLECTIONS - March 31 is the day by which 1957 premiums must be paid if the contract is to stay in force. Let's keep more contracts in force. Check your records and where only small balances remain to be paid, make it a point to contact those insured by March 31. Maybe you can save some contracts if this is done.

ACREAGE REPORTS - Still no procedure for using the wheat, flax and barley report. We'll send it to you as soon as we receive a supply.

CROPS COVERED AND CANCELLATIONS
(March 26, 1958)

SUPERVISOR SCHONBERGER'S AREA
(Wheat)

COUNTY	CANCELLED	COVERED
Bottineau	68	45
Burke	25	1
Divide	24	4
McHenry	40	30
McLean	55	13
Mountrail	112	2
Renville	39	1
Rolette	121	18
Ward	94	8
Williams	131	17
TOTALS	709	139

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(FLAX)

Bottineau	10	15
McLean	29	15
Ward	50	10
TOTALS	89	40

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(MULTIPLE)

Pierce	117	25
TOTALS	117	25

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(BARLEY)

Williams	0	115
TOTALS	0	115

SUPERVISOR OLSON'S AREA
(Wheat)

COUNTY	CANCELLED	COVERED
Burleigh	93	2
Emmons	26	8
Kidder	36	10
Logan	62	27
McIntosh	50	15
Mercer	49	4
Morton	109	14
Oliver	20	4
Sheridan	82	19
Wells	114	12
TOTALS	641	115

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(FLAX)

Emmons	11	5
Logan	41	26
McIntosh	10	3
TOTALS	62	34

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SUPERVISOR ERICKSON'S AREA

(wheat)

COUNTY	CANCELLED	COVERED
Cass	159	14
Griggs	29	79
Stutsman	132	98
Traill	57	21
TOTALS	377	212

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(FLAX)

Cass	116	15
Stutsman	106	122
Traill	53	26
TOTALS	275	163

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(MULTIPLE)

Barnes	199	48
Dickey	151	3
LaMoure	191	5
Ransom	150	7
Richland	197	40
Sargent	235	6
Steele	64	10
TOTALS	1,187	119

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(BARLEY)

Cass	91	13
Traill	46	20
TOTALS	137	33

SUPERVISOR THEXTON'S AREA

(Wheat)

COUNTY	CANCELLED	COVERED
Benson	121	8
Cavalier	181	39
Eddy	58	21
Foster	33	20
Nelson	55	12
Pembina	72	22
Ramsey	191	23
Towner	144	5
Walsh	122	18
TOTALS	977	168

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(MULTIPLE)

Grand Forks	159	29
TOTALS	159	29

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(FLAX)

Benson	48	8
Cavalier	0	94
Eddy	30	7
Foster	20	13
Nelson	19	27
Pembina	22	8
Ramsey	31	18
Walsh	112	14
TOTALS	282	189

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(BARLEY)

Cavalier	0	137
Pembina	7	13
Walsh	0	109
TOTALS	7	259

SUPERVISOR MARKEL'S AREA
(Wheat)

COUNTY	CANCELLED	COVERED
Adams	42	1
Billings	57	3
BOWMAN	58	2
Dunn	66	4
Golden Valley	75	8
Grant	42	4
Hettinger	68	0
McKenzie	64	5
Sioux	11	0
Slope	43	3
Stark	170	16
TOTALS	696	46

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TOTALS ALL AREAS

COMMODITY	CANCELLED	COVERED
Wheat	3,398	680
Flax	708	426
Barley	144	407
Multiple	1,463	263
TOTALS	5,713	1,776